



AAPA 2019

VIRGINIA

REVOLUTIONIZING AMERICA'S FIRST PORT





ECONOMIC DEVELOPMENT OUTSIDE THE GATE

GEORGIA PORTS AUTHORITY


Griff Lynch, Executive Director

October 15, 2019



GPA's Dedicated Economic Development Team builds relationships with all parties

One stop resource for:

- Site options unique to customer needs
 - Existing or planned warehouses
 - Port-related info and logistics analysis
 - Area demographics
- 

**Econ. dev. leads sourced
from relationships with:**

State and local dev. authorities

Site consultants

Property Developers

Engineering firms

BCO/ Manufacturers/ 3PLs

**GPA Economic Development
Team provides info to:**



GA Ports internal team:

- **BCO Sales**
- **Business Development**
- **Carrier Sales**

GEORGIA'S PORT TAX BONUS

Locating in GA

+

**Creating
jobs in GA**

+

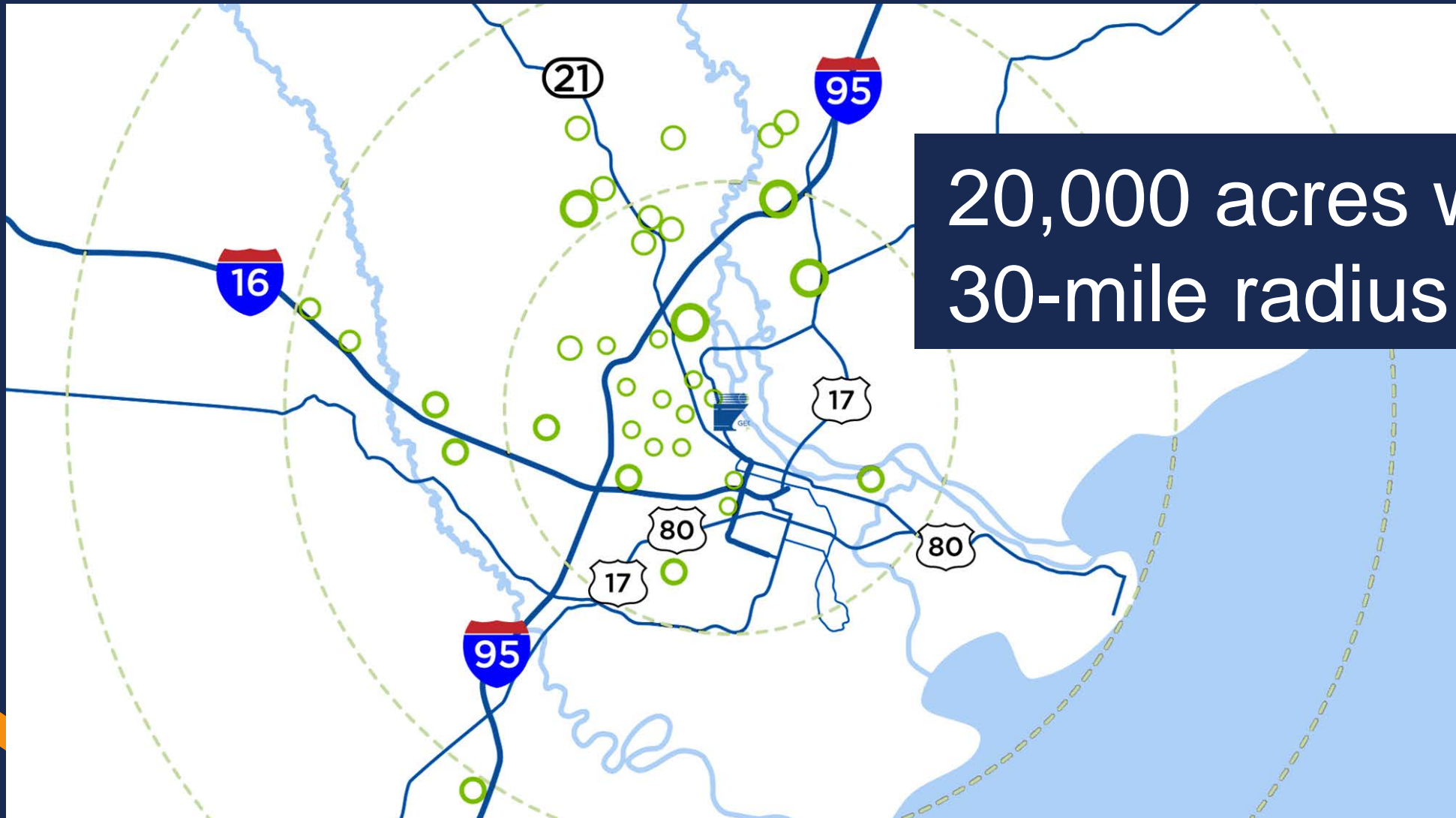
**Utilizing
GA's Ports**

=

**Tax incentives that save
companies money**

“Port Tax Bonus” offers additional tax credits to companies that increase volume through port by 10% in one year

CASE STUDY: THE SAVANNAH MODEL



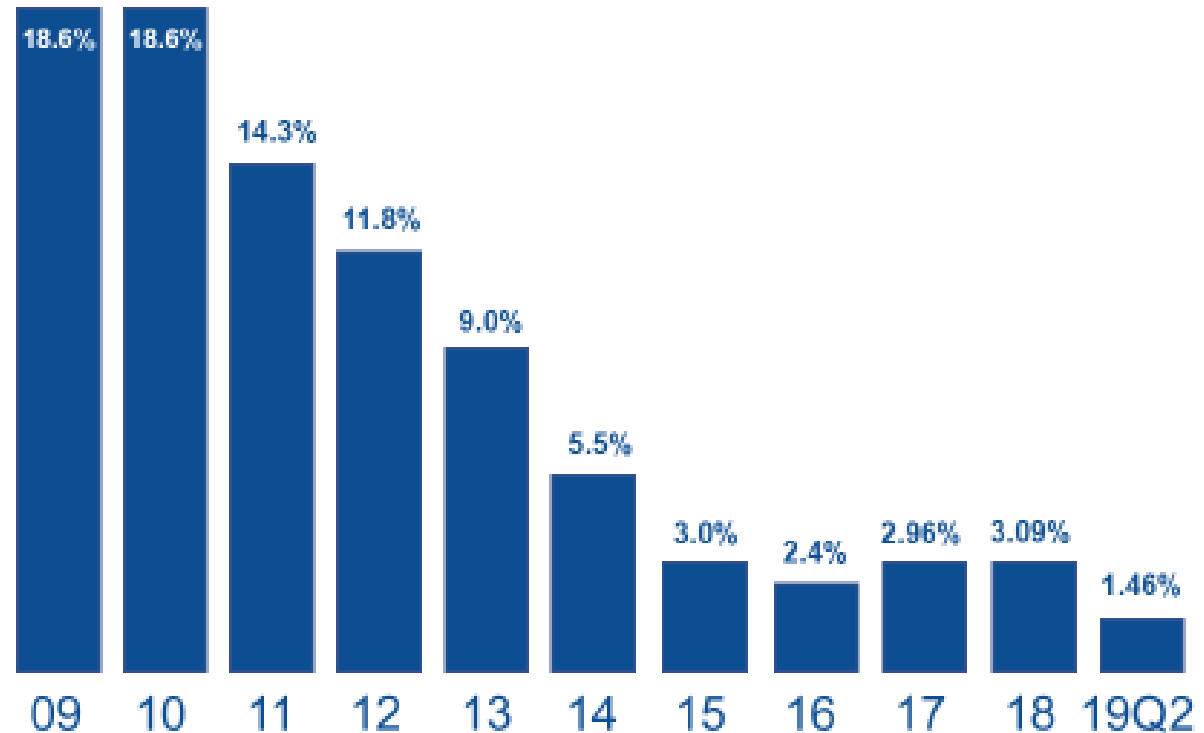
20,000 acres within
30-mile radius

Savannah 10-Year Industrial Vacancy Rate 2009-2019

Total Inventory
67.7M SqFt

10.7M SqFt
built in past year

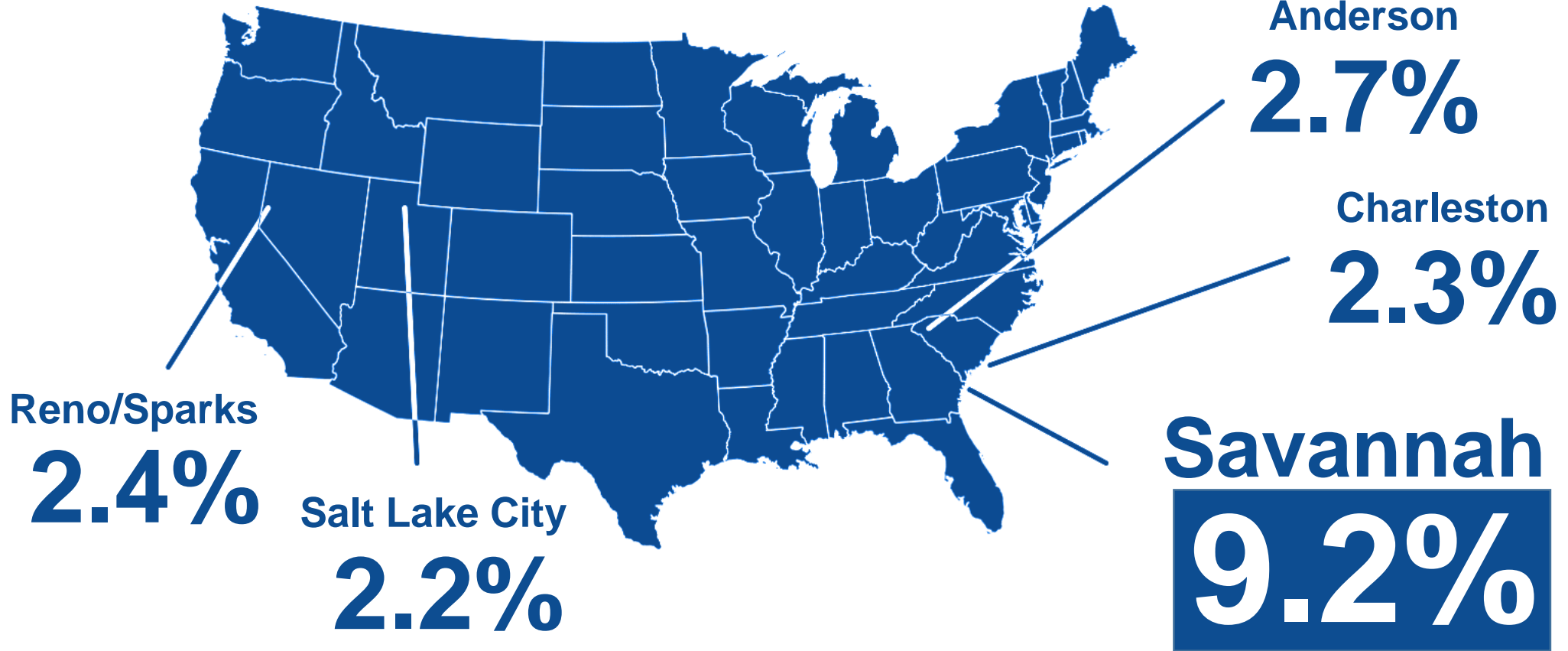
1.42% Vacancy
for 100K SqFt or more



Source: Colliers International Q2 2019 Industrial Report

Top 5 Growth Markets

Net absorption as a % of inventory



Source: Colliers International



**Savannah River
International
Trade Park**

Home Depot: 400K sq. ft.

IKEA: 750K sp. ft.

Shaw: 2.1M sq. ft.

Target: 2.1M sq. ft.

Wayfair: 1M sq. ft.

Other: 1.5M sq. ft.

Total: 7.85M sq. ft.



TARGET



**Savannah River
International
Trade Park**

WORKING AS ONE TEAM TO PROMOTE NEW BUSINESS DEVELOPMENT IN GEORGIA



How Ports Drive Economic Development

Dr. Walter Kemmsies

JLL Ports Airports and Global Infrastructure



Dr. Walter Kemmsies

Managing Director and Economist for JLL's Port Advisory Group



Walter executes initiatives for JLL's public and private sector clients who have interests in or properties proximate to seaports, inland hubs and airports. He has expanded the JLL's expertise from supply chain advisory services to the infrastructure sector to assist both public agencies and investors in long term strategic planning/capital investment, underwriting, financing and evaluation of investment vehicles and opportunities.

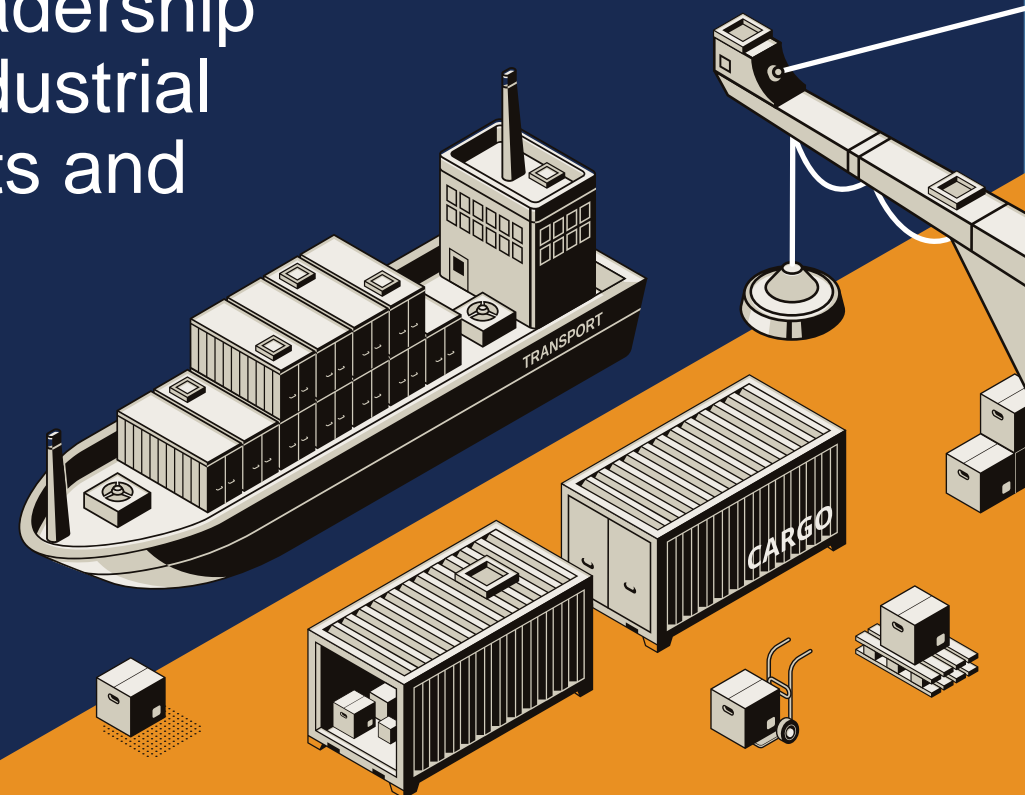
Walter provides substantial support to the freight movement industry via publications, presentations at major industry conferences, and advising the U.S. Department of Commerce on supply chain competitiveness. He recently testified to the U.S. Senate Transportation and Commerce Subcommittee on issues affecting the freight industry.

Prior to JLL:

- Former Chief Economist for Moffat & Nichol, a leading global infrastructure advisement
- Former Head of European Strategy at JP Morgan in London
- Former Head of Global Industry Strategy at UBS in Zurich and London.

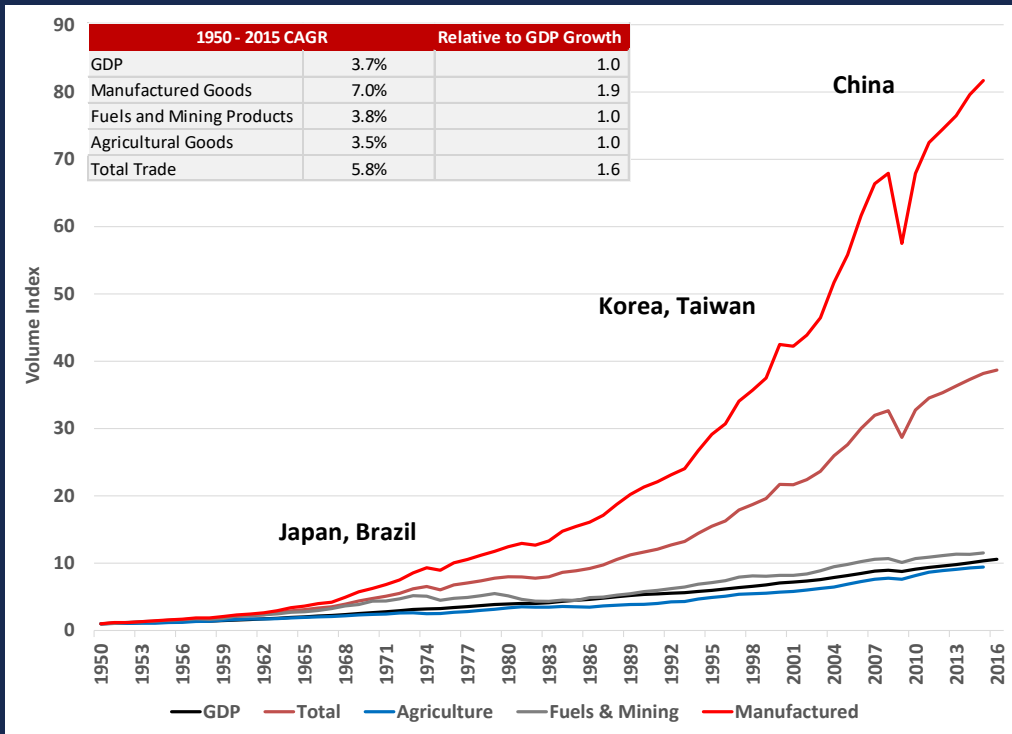
Summary

- Port gateways are portals to the 7.5 billion people in the global market place
- A large efficient port gateway requires leadership to orchestrate transportation services, industrial real estate development, financial markets and public sector agencies
- The port authority's sphere of influence extends deep inland

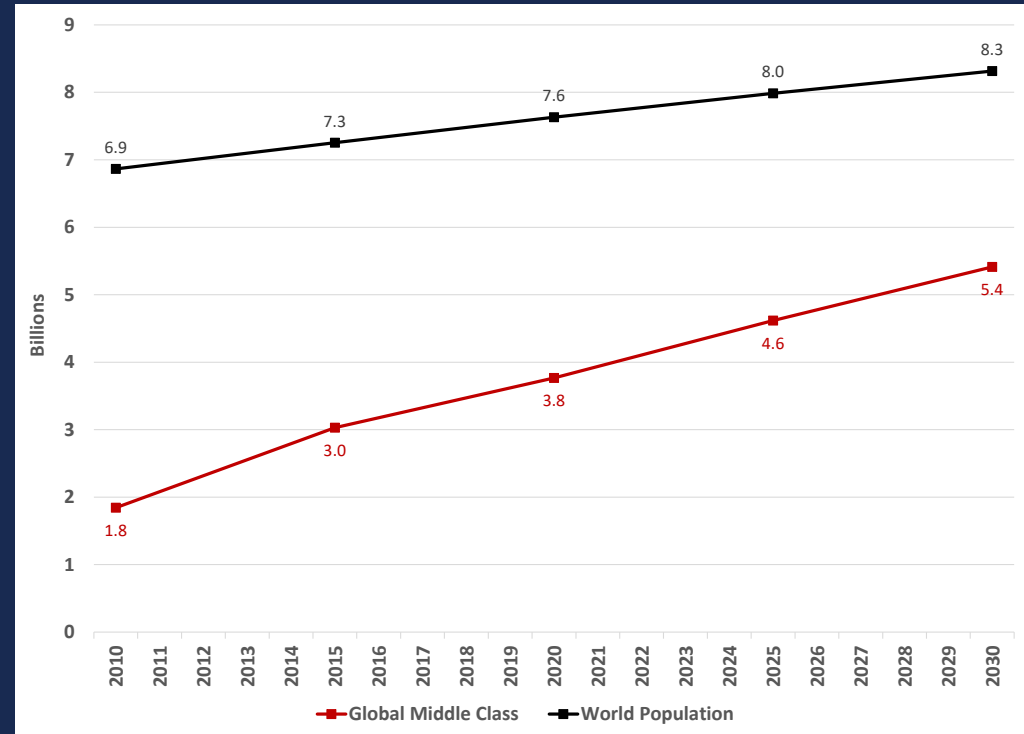


World trade created the largest global middle class ever

World Real GDP and Trade Volume Indexes 1950-2017E



World Population and OECD Global Middle Class Projections

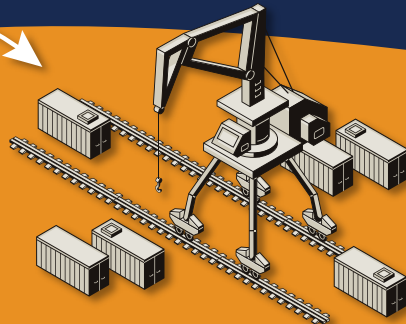


Opening the world markets facilitated more manufacturing jobs in developing countries, allowing for the creation of the global middle class

What is a port gateway?

Navigation Channel

USACE / COAST GUARD
Ocean Carrier



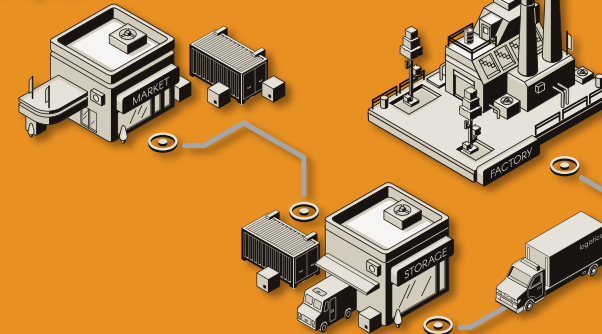
Terminal Operator



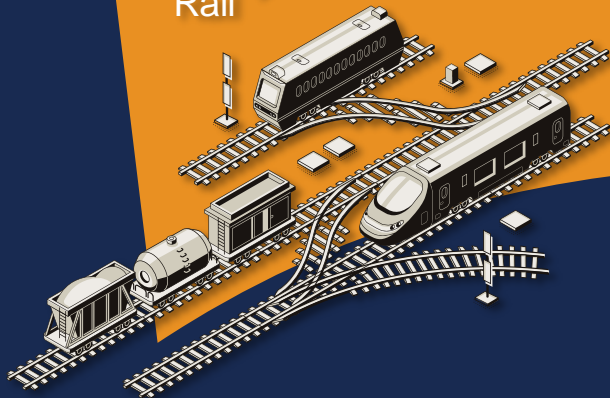
Road

DOT
Interstates & State Highways

Distribution Centers



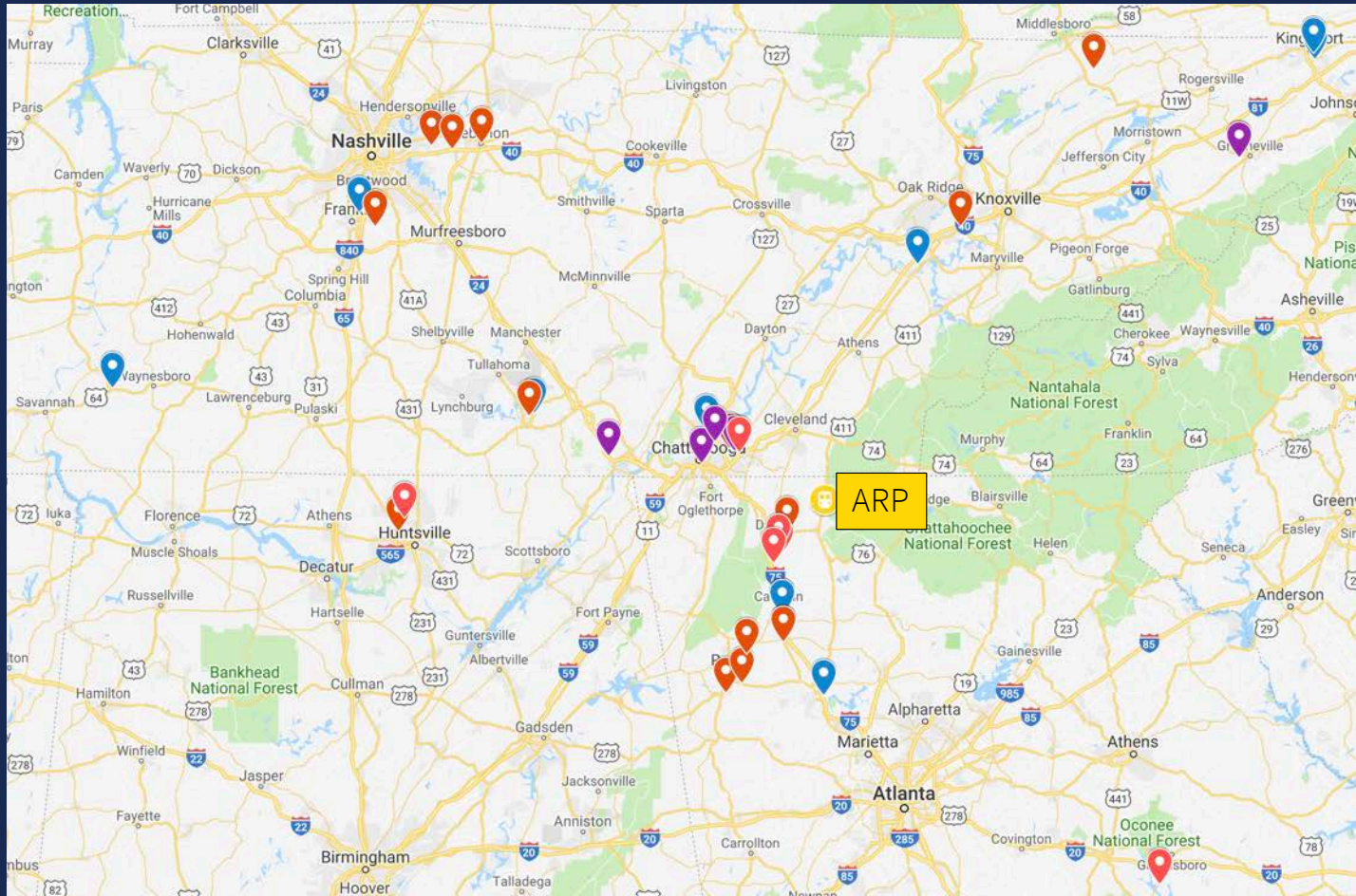
Rail



Inland Port



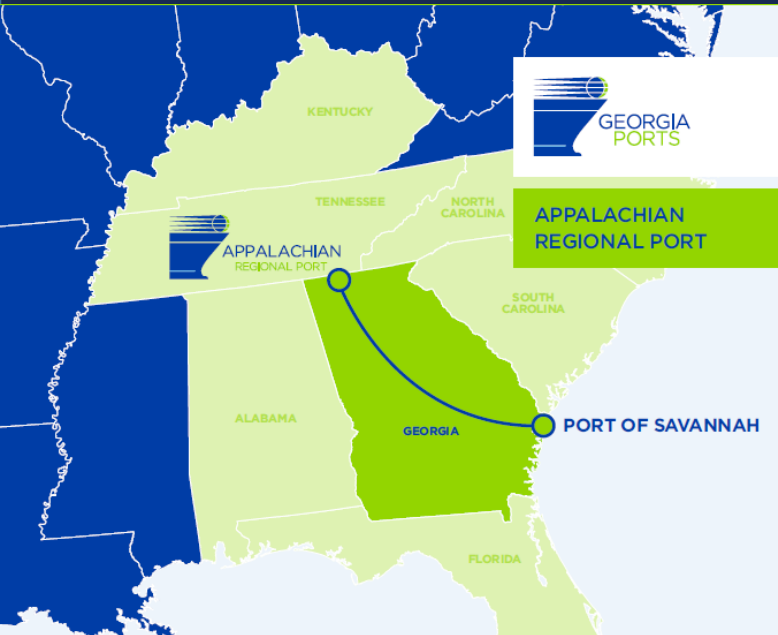
Case Study – Appalachian Regional Port



Map of Importers and Exporters

- These importers/exporters are hundreds of miles away from major container ports.
- Outside of a few metropolitan areas, employment options in this region are scarce outside of agriculture, forestry and mining.
- How to improve employment and income by connecting it to world trade?

Appalachian Regional Port Authority



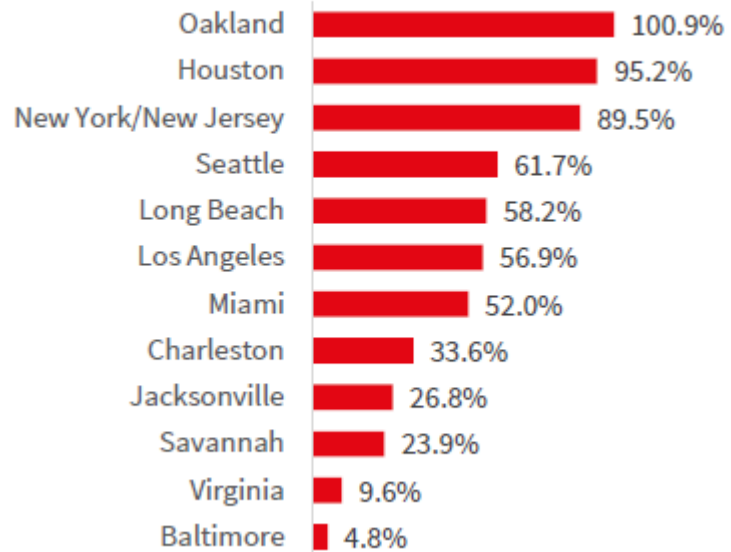
- The Appalachian Regional Port (ARP) offers an efficient solution to hours of service/ELD supply chain challenges.
- Each round-trip container moved via the ARP will offset 710 truck miles on Georgia highways.
- Offers exclusive CSX service on a direct, 388-mile rail route to/from the Georgia Ports Authority's Garden City Terminal.
- Provides an alternative to an all-truck dray to/from the deepwater Port of Savannah for target markets in Georgia, Alabama, Tennessee and Kentucky.
- Import and export intermodal service available.
- Located in an industrial belt, including the production and export of carpet and flooring, automobiles and tires.
- Sits on 42 acres in Northwest Georgia's Murray County. The site features easy access to Interstate 75 and U.S. 411, as well as direct rail service to Savannah.



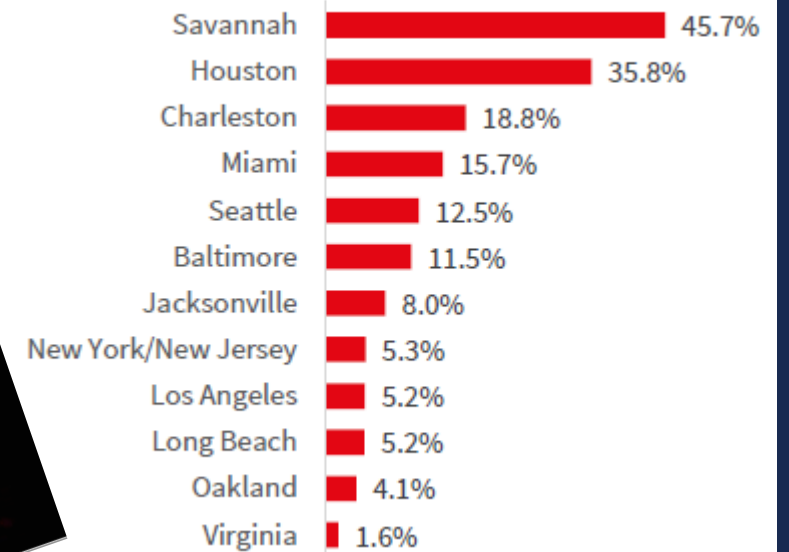
Port-centric industrial real estate trends



% Change in rent 2018 vs. 2010

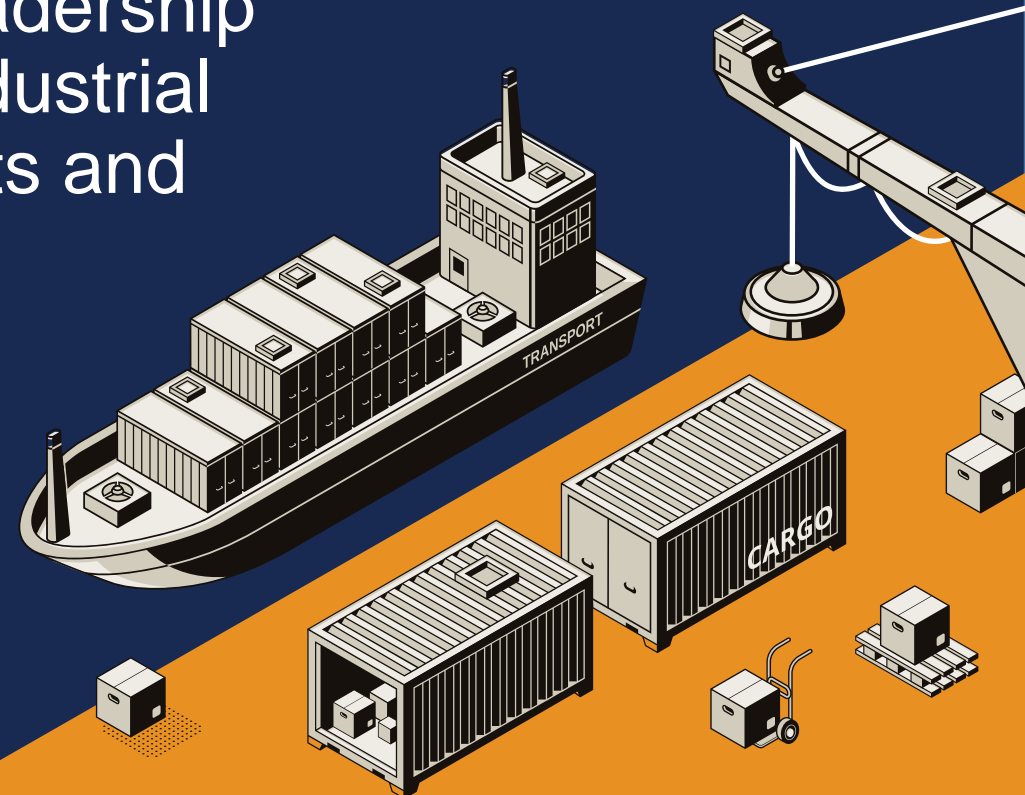


% Change in market size 2018 vs. 2010



Summary

- Port gateways are portals to the 7.5 billion people in the global market place
- A large efficient port gateway requires leadership to orchestrate transportation services, industrial real estate development, financial markets and public sector agencies
- The port authority's sphere of influence extends deep inland



FRAN INMAN

Senior VP, Majestic Realty Co.



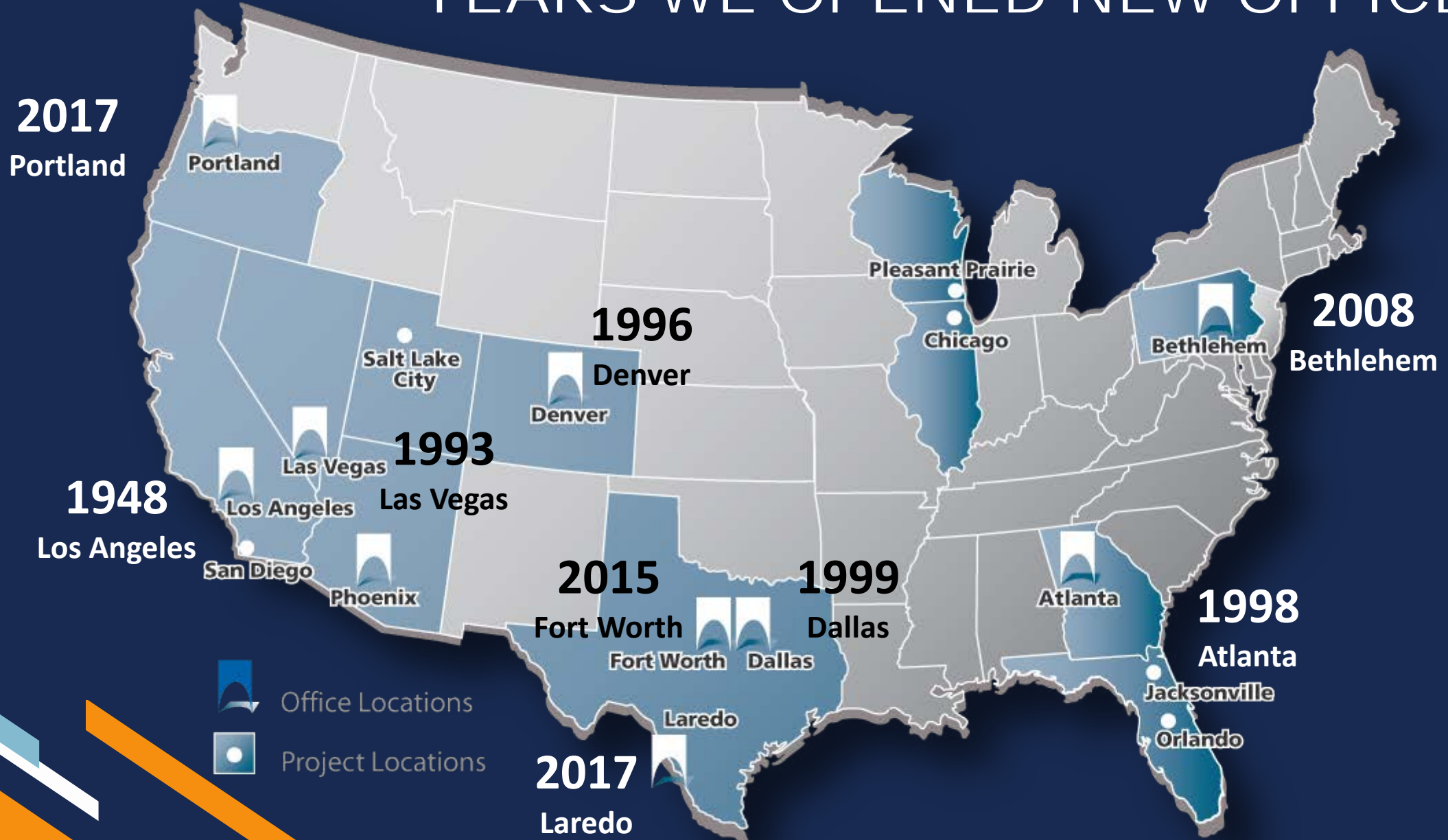
MAJESTIC REALTY CO.

Also serves as CHAIRMAN of the California Transportation Commission

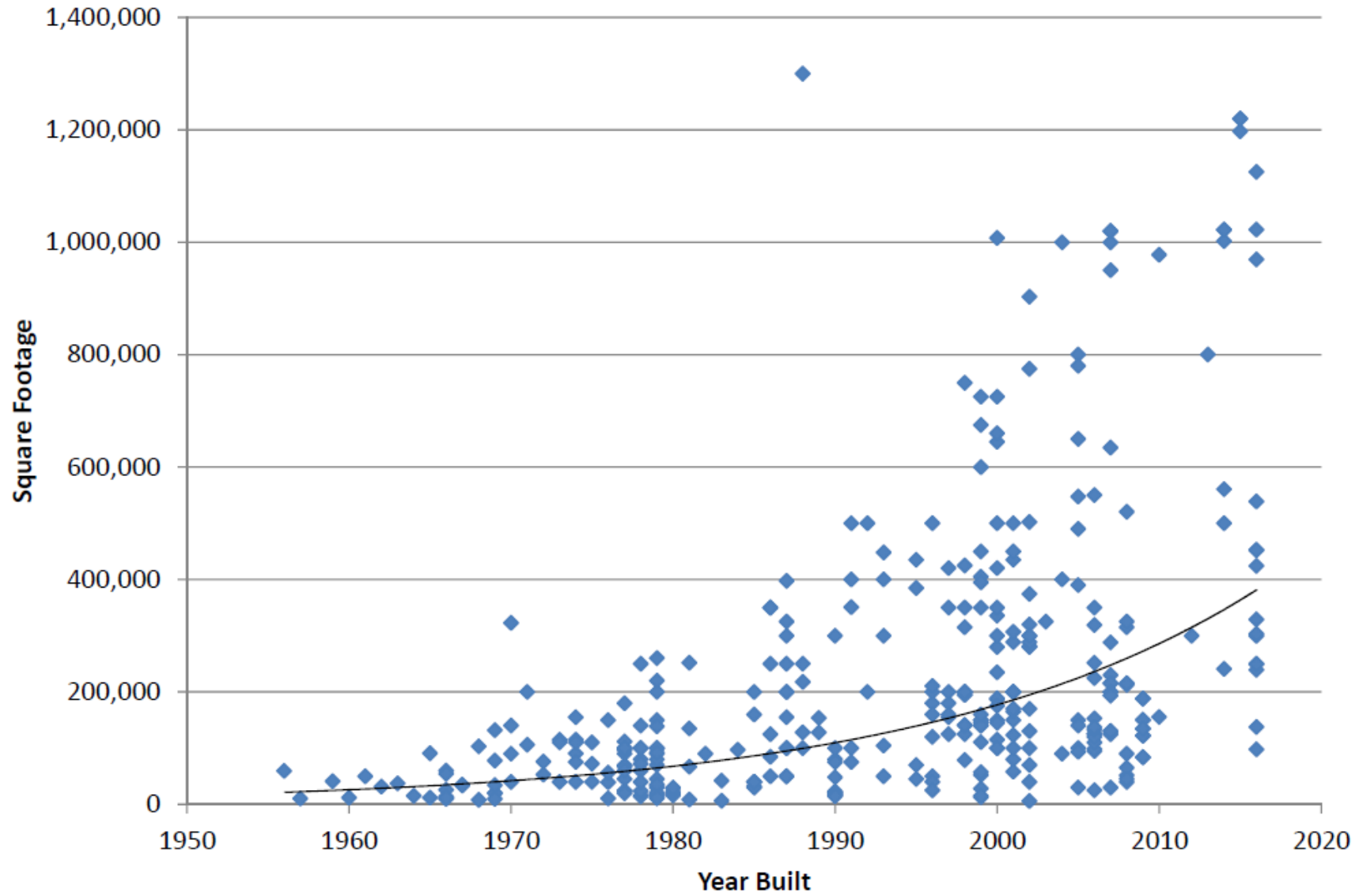
The 13-member California Transportation Commission (CTC) is responsible for programming and allocating funds for the construction of highway, passenger rail, transit and active transportation improvements throughout California.



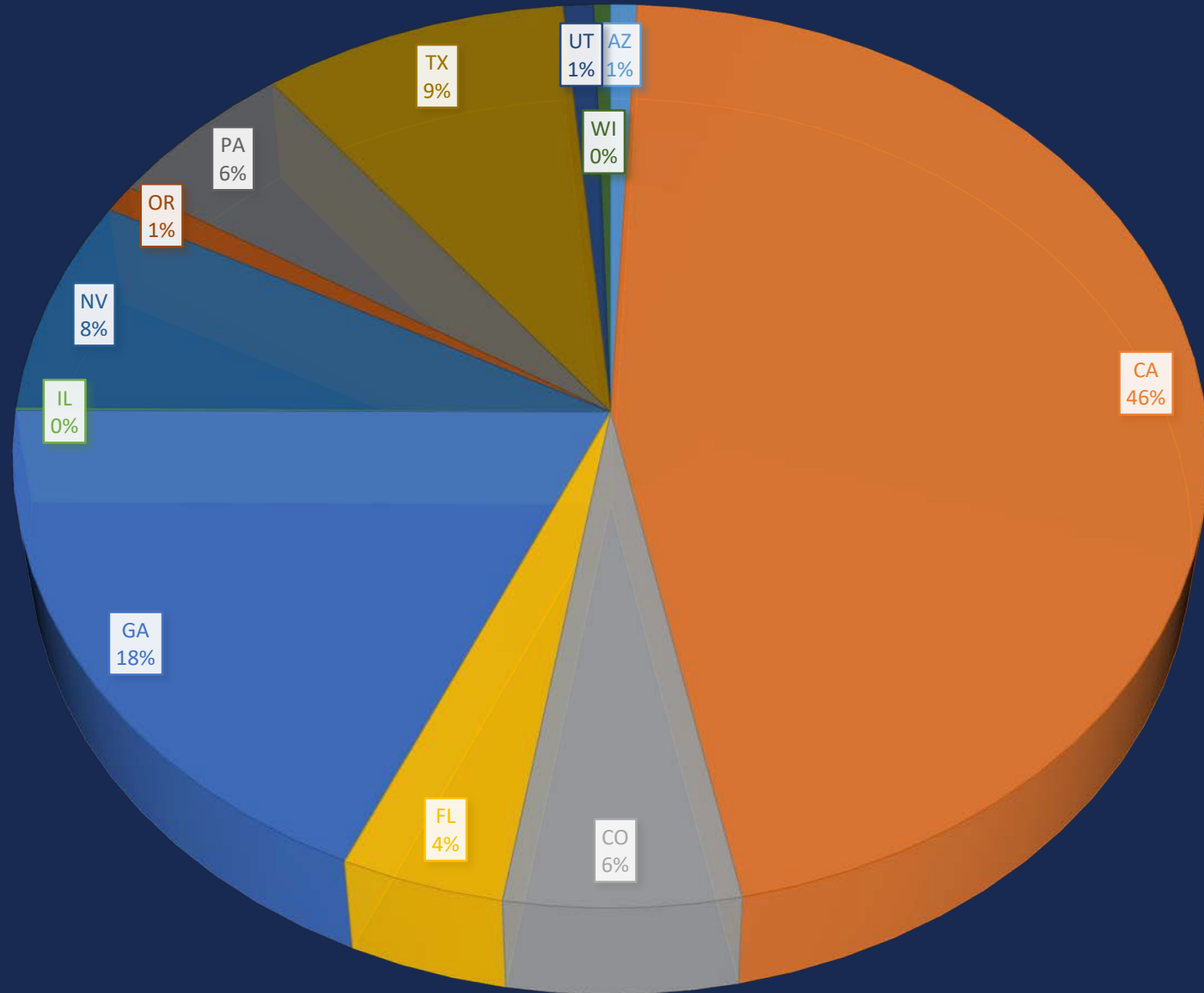
YEARS WE OPENED NEW OFFICES



Avg. Square Footage over Time



MRC PORTFOLIO BY STATE





TRENDING: [Housing vote delayed](#) [Fontana cop car hit](#) [Heroin card arrests](#) [Rehab center raids](#) [Fontana's rise](#) [Colton strip club's shift](#)

BUSINESS

Construction starts in controversial 'donut hole' near Redlands

April 20, 2014



Citrus Plaza & Mountain Grove: The Entitlement Record



JUNE 2003



TODAY



SUNSET PARKWAY

Las Vegas, Nevada

LAS VEGAS STRIP

STADIUM

MCCARRAN INTERNATIONAL AIRPORT

W Sunset Rd.

LAS VEGAS FWY.

S Valley View Blvd.

LAS VEGAS BELTWAY



GRAND CROSSING

City of Industry, California



Retail I

Retail II

ORANGE FWY.

POMONA FWY.

Grand Ave.

Baker Pkwy.

Ferrero Pkwy.


Brea Canyon Rd.

Valley Blvd.

METRO LINK



Participating Ground Lease

- Participating Ground Lease Model works well with long term owners. Who is more long term than Government?
 - 14 Million Square Feet Developed (So Far)
 - Executed in:
 - Clark County, NV
 - City of Industry, CA
 - Chino, CA
 - Fulton County, GA
- 

Questions?





AAPA 2019

VIRGINIA

REVOLUTIONIZING AMERICA'S FIRST PORT

